



Financial Assistance Structure and Strategy

(Phasing, Teaming, Funding)

B2 Breakout Session Report-Out

**Solar America Initiative
Technical Exchange Meeting
April 17, 2006**



Vertical Teaming

What are the pros and cons of the vertically integrated team structure? Do you have alternative suggestions that address SAI 2015 LCOE Goals?

Summary of Discussion

- Consensus
 - Avoid directive approach, with mandatory or favorable weighting for partnerships
 - Maintain flexibility vv. “make or buy” decisions incorporated in applications
- Differing views
 - Should evaluation metric be end use price - \$/kWh? \$/kW?
 - Separate category for integrators? Universities?



Role of NCPV National Labs

What is the best role for the NCPV National Labs (NREL, Sandia) in support of the Technology Pathway Partnerships?

- Summary
 - Points of contact will be posted on IIPS
 - What is vehicle for collaboration with National Labs (CRADA, WFO)
 - Desire to use Labs on ad hoc basis to tap specific areas of expertise, particularly component-specific IP



University Participation

What tools can be used to facilitate University participation?

- Summary

- General view that university research valued, but also concern that universities may not “fit” in partnership structure
- Differing suggestions
 - Positive scoring for university participation in syndicate
 - Don’t force university participation
 - Pull out cost share for university funding
 - Provide separate vehicle for university research outside SAI



Program Downselect

Is the down-select approach understood?

Summary

- Need to assure that partnerships are flexible to accommodate need for deselecting/replacing subs
- Issue of how to handle changes in scope
- Criteria for downselecting after stage gate review must be clear



Financial Assistance

Question – Review size of awards, and criteria for Small vs. Large categories

Summary

- Suggest two classes of awards
 - Large
 - Criterion - >20MW
 - Award size - \$7-12 million / year
 - Scope – full integrated (with make/buy flexibility) required
 - Total - \$60 million / year
 - Small
 - Criterion - >5MW (not consensus)
 - Award size - \$0.5-5.0 million/year
 - Component-focused, or smaller scale integrated, or “micro” university research grants
 - Total - \$30 million / year